DEPARTMENT OF THE NAVY
NAVAL FACILITIES ENGINEERING COMMAND, MID-ATLANTIC
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J&A No. ML-15-24
14 July 2015

JUSTIFICATION AND APPROVAL
FOR USE OF OTHER THAN FULL AND OPEN COMPETITION

SOLICITATION N40085-15-R-0001
P183[redacted] INDOOR DYNAMIC RANGE
JOINT EXPEDITIONARY BASE LITTLE CREEK-FORT STORY,
VIRGINIA BEACH, VIRGINIA

1. Contracting Activity. Naval Facilities Engineering Command, Mid-Atlantic, Norfolk, Virginia

2. Description of the Action Being Approved. This procurement will result in a firm-fixed-price construction contract. The contract will be solicited through full and open competition. The Contractor will be selected via best value source selection. This justification provides for the use of restrictive specifications to limit competition for a programmable "hit" sensitive, reactive steel target system manufactured by Strategic Systems Incorporated (SSI). This proprietary product will be included in the construction contract specifications.

3. Description of Supplies/Services. Pursuant to the general requirements of the subject RFP, offerors will be required to provide a programmable, "hit" sensitive, reactive steel target system in the P-183[redacted] Indoor Dynamic Range at Joint Expeditionary Base Little Creek-Fort Story, Virginia Beach, Virginia. This training requirement, established by[redacted], is based on the current and future requirements. The indoor range training program, which will utilize this facility, is a very rigorous dynamic, training program with very exact training course of instructions.

The total estimated dollar value for this proprietary item related to this contract is $[redacted] which represents [redacted]% of the total cost of the estimated $[redacted] [redacted]Indoor Dynamic Range construction project.

4. Statutory Authority Permitting Other Than Full and Open Competition. 10 U.S.C. 2304(c)(1); FAR 6.302-1, Only one responsible source and no other supplies or services will satisfy agency requirements.

5. Rationale Justifying Use of Cited Statutory Authority. The [redacted]dynamic shooting training requirement is comprised of knowledge, technique and live-fire training. This training prepares the warfighter for combat situations in real wartime situations. This Unit Level Training is the final live-fire training the warfighter receives before going into Overseas Operations. NAVFAC and [redacted]dynamic shooting program office have researched other manufacturers and have observed field tested models used by other Department of Defense Agencies and commercial entities. Only SSI has manufactured "hit" sensitive programmable target systems. This reactive steel target system provides the performance, programmability, configurability, and sustainability required to meet the [redacted] training and sustainability requirements. Currently,

[redacted] owns the second generation of this target system.

Another important requirement is the use of Personal Identification Number (PIN) technology. This technology does not exist in the Shooting Industry at this time. This technology allows the trainee through the use of the PIN to start and stop the training, restart the training at the last stop point, and to compete against other Shooters. This prevents the trainee from having to start the training from the beginning when a training session is not completed. The system utilizes Unit Level Training (ULT), which pinpoints where the Shooter lacks skill levels. This technology will allow shooting instructors to evaluate the trainee instantly on his miss and hits throughout the ULT course of instruction. The SSI programmable, "hit" sensitive reactive steel target system is constructed to meet the demanding requirements for intense high impact training and high repeated usage. This system is constructed of materials that will sustain the high impact training imparted by the trainees. The construction is composed of ½" AR500 ballistic steel, programmable head plate targets, individual programming capability, capability to raise and lower targets individual or simultaneous, and multi-hit capability to trigger target knockdown. No other manufacturer's product is made of this material, which not only increases the life span of the product, but reduces environmental hazards (current system is made of rubber which occasionally catches fire) and manpower for environmental clean-up. Additional requirements include the ability to reposition targets by quick mechanical adjustments in minutes allowing for maximum live-fire training in a compressed training timeframe.

Potential consequences of using other than the programmable, "hit" sensitive reactive steel target system manufactured by SSI may result in downtime due to target system failure, a training program not compatible with the [redacted] indoor live-fire training program, lack of standardization of programming training scenarios, lack of standardization of maintenance and repair parts across the [redacted] enterprise and increase in [redacted] maintenance and repair of the target system. At this time, no other manufacturer's product replicates or performs consistent real life live-fire training scenarios like SSI's target system.

6. Description of Efforts Made to Solicit Offers from as Many Offerors as Practicable. Research indicates that other potential sources for these products do exist but are not technically viable. Although there are multiple manufacturers that manufacture steel live-fire target systems, only SSI" target system provides the programmable, "hit" sensitive reactive steel target system. SSI is also the only manufacturer to allow training officers to conduct training at every [redacted] Dynamic Indoor Range location, both CONUS and OCONUS through its proprietary PIN system. There are no other manufacturers that meet these requirements for [redacted] Indoor Dynamic Ranges.

The first requirement is sustainability. This range will exceed over one million live rounds fired. Because this system is comprised of ½ inch thick AR 500 ballistic steel, it will meet the sustainability and durability requirements demands for this program. There is no manufacturer found that meets this requirement.

The second requirement is the manufacturer utilizes an advanced technology in "hit" sensitive detection and head plate control. Strategic SSI has developed a mechanism capable of maintaining control of the head plate with a pneumatic cylinder during normal operation. Areas of control include the advance and retract (up and down) of the head plate during operation. The software package allows the Operator to be able to select how many hits or how much time is required before lowering the head plate. This integrated hit detection technology is built into the head plate in order to monitor

and count rounds fired from the Shooter. There is no manufacturer found that meets this requirement.

The third requirement is the use of Personal Identification Number (PIN) technology. This technology allows the trainee through the use of the PIN to start and stop the training, restart the training at the last stop point, and to compete against other Shooters. This prevents the trainee from having to start the training from the beginning when a training session is not completed. The system utilizes Unit Level Training (ULT), which pinpoints where the Shooter lacks skill levels. Another benefit is the ability of the trainee to be able to train at any [redacted] Indoor Dynamic Range and continue the training program with no loss of startup time. There is no manufacturer found that meets this requirement as SSI is the only manufacturer that has developed this technology.

Technical conformance and sustainability are the primary factors under consideration. For technical conformance the two most important factors for the dynamic live-fire training include robust construction, programmability of the training exercise, and the PIN technology. For sustainability, durability and the ability to meet current and future training requirements, it is very important to ensure training is met for the present and the future. [redacted] Indoor Dynamic training is essential in order to minimize errors during actual overseas operations. Other manufacturers do not meet these three very significant factors ensuring mission success.

7. Determination of Fair and Reasonable Cost. The Contracting Officer has determined the anticipated cost to the Government of the supplies/services covered by this J&A will be fair and reasonable, based on the competitive nature of the overarching procurement.

8. Actions to Remove Barriers to Future Competition. For future requirements of this type, NAVFAC Mid-Atlantic will conduct current market research to determine available sources. If other potential sources emerge, NAVFAC MIDLANT will assess whether competition for future requirements has merit and is feasible.

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